

Message Text

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ORIGIN EB-02

INFO OCT-01 NEA-02 ISO-00 /005 R

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EB/OA/AVP-MR ORTMAN

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R 101727Z MAY 74

FM SECSTATE WASHDC

INFO AMEMBASSY BEIRUT 3976

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BEIRUT FOR RCAA

FOLLOWING REPEAT STATE 04141 ACTION KHARTOUM 07 MAY

QUOTE

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E.O. 11652: N/A

TAGS: BEXP, SU

SUBJECT: EX-IM ISSUES PRELIMINARY COMMITMENT FOR TWO
BOEING 737 AIRCRAFT

1. ON MAY 6 EXIM BOARD APPROVED ISSUANCE OF PRELIMINARY
COMMITMENT FOR SALE OF TWO BOEING 737-200 AIRCRAFT TO
SUDAN AIRWAYS. TOTAL COST DOLS. 17,560,000. TERMS AS
FOLLOWS: 10 PERCENT CASH, 54 PERCENT COMMERCIAL (NO EXIM
GUARANTEE), 9 PERCENT BOEING, 27 PERCENT EXIM CREDIT.
COMMERCIAL LOAN IS TO BE REPAYABLE DURING FIRST 6 YEARS,
BOEING LOAN DURING SEVENTH YEAR AND EXIM LOAN DURING
EIGHTH THROUGH TENTH YEARS OF LOAN. EXIM LOAN AT 7 PERCENT.

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2. BOEING IS IN COMPETITION ON THIS SALE WITH BRITISH

AND DUTCH. BRITISH AIRCRAFT IN QUESTION IS BAC-111; DUTCH IS FOKKER F-28. WE UNDERSTAND BRITISH OFFERING TEN YEAR CREDIT AND DUTCH 20 YEAR CREDIT. WE UNDERSTAND FROM AMB. BREWER THAT SUDAN AIRWAYS MANAGEMENT PREFERS BOEING AIRCRAFT, BUT THAT THERE MAY BE SOME GOS OFFICIALS WHO PREFER SOFTER CREDIT TERMS. MCDONNELL-DOUGLAS HAS ALSO EXPRESSED INTEREST AND MAY SUBMIT PC APPLICATION TO EXIM.

3. WE WOULD APPRECIATE EMBASSY TAKING APPROPRIATE OPPORTUNITIES TO CONTINUE TO SUPPORT BOEING'S EFFORTS TO SECURE THIS SALE OVER FOREIGN FIRMS. EXIM'S POSITIVE

RESPONSE ON THIS APPLICATION REFLECTS BANK'S INTEREST IN BEING RESPONSIVE TO GOS PRIORITIES. IN ADDITION, LARGER CAPACITY OF BOEING AIRCRAFT AND STANDARDIZATION OF EQUIPMENT WOULD BE ADVANTAGES TO SUDAN AIRWAYS NOT OFFERED BY FOREIGN COMPETITORS. RUSH

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